

STATE OF SOUTH CAROLINA

(Caption of Case)

APPLICATION OF
NORSTAR TELECOMMUNICATIONS, LLC
AUTHORITY TO OPERATE AS A
RESELLER OF INTEREXCHANGE
TELECOMMUNICATION SERVICES
WITHIN THE STATE OF
SOUTH CAROLINA

BEFORE THE
PUBLIC SERVICE COMMISSION
OF SOUTH CAROLINA

TRANSPORTATION COVER SHEET

DOCKET

NUMBER: 2007 - 283 - C

(Please type or print)

Submitted by: Charlotte Lacey

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NOTE: The cover sheet and information contained herein neither replaces nor supplements the filing and service of pleadings or other papers as required by law. This form is required for use by the Public Service Commission of South Carolina for the purpose of docketing and must be filled out completely.

DOCKETING INFORMATION (Check all that apply)

☐ Emergency Relief Demanded in Petition

☐ Urgent Request for Item to Be Placed on Commission's Agenda

☐ Other: _____

NATURE OF ACTION (Check all that apply)

☐ Affidavit

☐ Letter

☐ Report

☐ Agreement

☐ Memorandum

☐ Request

☐ Answer

☐ Motion

☐ Request for Investigation

☐ Application

☐ Objection

☐ Reservation Letter

☐ Brief

☐ Petition

☐ Response

☐ Certificate

☐ Petition for Reconsideration

☐ Response to Discovery

☐ Comments

☐ Petition for Rulemaking

☐ Return to Petition

☐ Complaint

☐ Petition for Rule to Show Cause

☐ Stipulation

☐ Consent Order

☐ Petition to Intervene

☐ Subpoena

☐ Discovery

☐ Petition to Intervene Out of Time

☒ Other: Testimony

☐ Exhibit

☐ Proposed Order

☐ Expedited Consideration

☐ Protest

☐ Late-Filed Exhibit

☐ Publisher's Affidavit

187987

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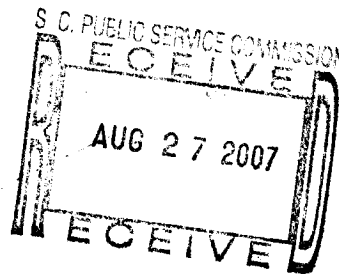
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August 21, 2007

VIA OVERNIGHT DELIVERY

Mr. Charles L.A. Terreni
Chief Clerk/Administrator
SC Public Service Commission
101 Executive Center Dr., Ste. 100
Columbia, SC 29210
(803) 896-5100



Re: Norstar Telecommunications, LLC
Docket No. 2007-283-C

Dear Mr. Terreni:

Enclosed please find for filing an original and twenty-five (25) copies of the company's pre-filed testimony. The company does not intend to engage in telemarketing in the State of South Carolina.

I have enclosed an extra copy of this letter to be date-stamped and returned to me in the self-addressed, postage prepaid envelope I have provided.

If you have any questions or if I may provide you with any additional information, please do not hesitate to contact me. Thank you.

Respectfully submitted,

Charlotte Lacey

Charlotte Lacey
Legal Assistant to Lance J.M. Steinhart
Attorney for Norstar Telecommunications, LLC

Enclosures

cc: Shaun Naghdi (w/enc)

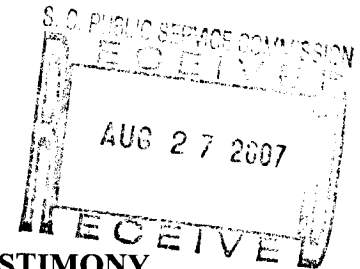
Florence P. Belser, Esquire
ORS
P. O. Box 11263
Columbia, SC 29211

RETURN DATE: *OK D. Duke*
RECEIVED: *OK D. Duke*

Pam McMullan - ORS via e-mail: pmcmull@regstaff.sc.gov

Scott Elliott, Esq. (w/enc)
Elliott & Elliott, P.A.
721 Olive Street
Columbia, SC 29205

**BEFORE THE
PUBLIC SERVICE COMMISSION OF
SOUTH CAROLINA
DOCKET NO. 2007-283-C**



**IN RE: APPLICATION OF)
NORSTAR TELECOMMUNICATIONS, LLC)
AUTHORITY TO OPERATE AS A)
RESELLER OF INTEREXCHANGE)
TELECOMMUNICATION SERVICES)
WITHIN THE STATE OF)
SOUTH CAROLINA)**

**DIRECT TESTIMONY
OF SHAUN NAGHDI**

I. Introduction

- 1 1. **Q. Please state your name and business address.**
- 2 A. My name is Shaun Naghdi. My business address is 10025 Scenic View Road,
- 3 Vienna, Virginia 22182.
- 4 2. **Q. By whom are you employed and in what capacity?**
- 5 A. I am President of Norstar Telecommunications, LLC ("Norstar").
- 6 3. **Q. Please give a brief description of your background and experience in business**
- 7 **and telecommunications.**
- 8 A. My background and experience, as well as other members of the management team
- 9 of Norstar, is set forth in Attachment 4 to our application.

1 7. **Q. Please describe the services Norstar intends to provide within the State of**
2 **South Carolina.**

3 A. Norstar seeks authority to operate as a reseller of intraLATA and interLATA
4 intrastate telecommunications services to the public on a statewide basis. Norstar
5 seeks authority to offer on a resale basis within South Carolina intrastate,
6 interLATA and, to the extent authorized by the Commission, intraLATA direct-
7 dialed services including (1+) service, flat rate service, 800 inbound service, and
8 travel cards. Norstar seeks statewide authority to provide intraLATA services
9 authorized by the Commission in Docket Nos. 92-182-C, 92-183-C, and 92-200-C.
10 Norstar has no plans at this time to construct any telecommunications transmission
11 facilities of its own and seeks no construction authority. Norstar will operate
12 exclusively as a reseller. Norstar intends to engage in "switchless" resale.
13 Norstar will arrange for the traffic of underlying subscribers to be routed directly
14 over the networks of Applicant's network providers.

15 8. **Q. What carrier will Norstar utilize as its underlying carriers for services in South**
16 **Carolina?**

17 A. Norstar intends to utilize Sprint Telecom as its underlying carrier. Norstar will
18 choose its underlying carriers based upon the quality of service of the carrier
19 properly certified by the Commission to provide such service.

9. **Q. Does Norstar currently provide intrastate telecommunications services in any other state?**

A. Yes. Norstar is currently authorized to provide these services in the following states: Arizona, California, District of Columbia, Colorado, Florida, Georgia, Illinois, Indiana, Michigan, Maryland, Massachusetts, Minnesota, Missouri, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, Texas, Utah, Virginia, Washington, Wisconsin..

10. **Q. Has Norstar ever had an application for a certificate of public convenience and necessity denied?**

A.	No.
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11. **Q. Does Norstar intend to file a tariff with the Commission?**

A. Yes. Norstar filed a tariff along with its Application in this proceeding which it will modify as necessary in order to meet the Commission's requirements. We believe Norstar's Tariff will comport with all Orders, Rules, and Regulations of the Commission.

12. Q. Will Norstar comply with the Commission's orders regarding the resale of interexchange carrier services?

A. Yes. Norstar will at all times provide and market interexchange carrier services in accordance with current Commission policies. In addition, Norstar at all times will provide interstate services in compliance with all FCC rules and regulations.

1 13. **Q. Has Norstar provided any intrastate telecommunications services within the**
2 **State of South Carolina?**

3 A. No it has not.

4 14. **Q. What rates will Norstar charge upon receipt of certification?**

5 A. Norstar will charge the tariffed rates approved by the Commission.

6 15. **Q. How will Norstar market services in South Carolina?**

7 A. Norstar intends to market its services via direct sales by Norstar's employees and
8 independent sales agents.

9 III. Managerial, Technical and Financial Qualifications

10 16. **Q. Does Norstar have sufficient managerial, technical, and financial resources and**
11 **ability to provide the telecommunications services proposed in its Application?**

12 A. Yes. Norstar has sufficient technical, financial, and managerial resources and ability
13 to provide the telecommunications services for which authority is sought herein.
14 Norstar's personnel represent a broad spectrum of business and technical disciplines,
15 possessing many years of individual and aggregate telecommunications experience.

16 My qualifications and experience are discussed on Attachment 4 to our
17 application, which attachment also supports Applicant's managerial and technical
18 ability to provide the services for which authority is sought herein.

1 17. **Q. How does Norstar handle customer service requests?**

2 A. Norstar's customer service department handles all such requests. Norstar can be
3 reached by toll free number.

4 18. **Q. Please describe the financial condition of Norstar.**

5 A. In support of Norstar's financial ability to provide the services sought herein,
6 Norstar's Balance Sheet, Statement of Income and Retained Earnings, Cost of Good
7 Sold and General and Administrative Expenses for year ended December 31, 2006
8 was submitted as Attachment 5 to the Application.

9 **IV. Public Interest**

10
11 19. **Q. How will residents of South Carolina benefit from Norstar's services and
12 presence in South Carolina?**

13 A. Commission approval should bring the following long-term benefits to telephone
14 users:

15 (1) More competition, additional services and a better product at competitive
16 prices;

17 (2) Increased consumer choice as well as innovative telecommunications
18 services;

19 (3) Efficient use of existing communications resources as well as increased
20 diversification and reliability of supply of communications services;

21 (4) Development of an expanded telecommunications supply industry in South
22 Carolina;

1 (5) An expanded tax base and revenue source for the State of South Carolina;
2 and,

3 (6) Additional sources of revenues for Local Exchange Companies through
4 access charges and billing and collection fees.

5 20. Q. **Has the Company ever been the subject of an investigation by any state**
6 **Regulatory body or by the FCC?**

7 A. No.

8 21. Q. **Will the Company agree to abide by and comply with the Commissions**
9 **Rules and Regulations and Commission Orders in its operations in South**
10 **Carolina?**

11 A. Yes.

12 22. Q. **Does this conclude your testimony?**

13 A. Yes. I would like to thank the Commission for this opportunity to provide
14 information relevant to Norstar's Application and am ready to provide any additional
15 information that the Commission may need in making its decision.